



## CBA Education 2018

### Alameda

#### The Essentials

CBA 01/02 Introduction to Commercial Real Estate	September 24, 2018
CBA 03 Commercial Real Estate Basics	October 15, 2018
CBA 04 Income Property Analysis	November 12, 2018
CBA 05 Income Property Analysis and Comparison	December 10, 2018

#### Beyond the Basics

CBA 06 Introduction to Multi-Family Investments	2019
CBA 07 Introduction to Multi-Family Listing and Selling	2019
CBA 08 Introduction to Commercial Leasing Part A	2019
CBA 09 Introduction to Commercial Leasing Part B	2019
CBA 10 Advanced Income Property Analysis	2019
CBA 11 Commercial Loans from Start to Finish	2019
CBA 12 CRE Transaction Documents Review	2019
CBA 13 Business Development and Prospecting	2019

#### The Generalist

CBA 14 Tenant Representation	2019
CBA 15 Lease Negotiations	2019
CBA 16 Lease or Purchase	2019
CBA 17 Business Opportunities Sales	2019
CBA 18 Hospitality Sales	2019
CBA 19 Retail Sales/Lease	2019
CBA 20 Industrial-Flex-R&D Sales/Lease	2019
CBA 21 Office Sales/Lease	2019
CBA 22 Sale and Lease Back	2019

Dates and times are subject to change. Please check the CBA calendar for the most up-to-date information.